

Message Text

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PAGE 01 VALLET 00757 031349Z

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 CCO-00 PASO-00 /021 W

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R 031340Z APR 78

FM AMEMBASSY VALLETTA

TO SECSTATE WASHDC 8090

UNCLAS VALLETTA 00757

E.O. 11652: N/A

TAGS: BBAK, BPRO, MT

SUBJECT: COMMERCIAL INQUIRY: SPARE PARTS OFFER TO MALTA

- DEPT OF PUBLIC WORKS.

TO: MR. DAVID BECKNER

- GLOBAL EXPIDITING AND MARKETING

- P.O.B. 611

- AVONDALE ESTATES, GA 30002

- TEL. 404-296-2839

REF: GLASS/BECKNEW TELCON OF 3/30/78

1. CONFIRMING TELCON, THERE IS NO REQUIREMENT FOR FOREIGN COMPANIES TO UTILIZE LOCAL AGENTS IN BIDDING ON CONTRACTS WITH GOVERNMENT OF MALTA AGENCIES, SUCH AS DEPARTMENT OF PUBLIC WORKS.

2. INTERNATIONAL MACHINERY LIMITED WAS ESTABLISHED IN SEPTEMBER, 1977, AS AFFILIATE OF O.I. VASSALLO, WELL ESTABLISHED IMPORTER OF CONSTRUCTION EQUIPMENT. FORMER COMPANY REPRESENTS CATERPILLAR OF USA, HARNISCHFEGER OF USA AND OTHER COMPANIES AND IS REPORTEDLY ACTIVE IN SELLING HEAVY EQUIPMENT IN LIBYA.

3. OFFER TO ACT AS "INTERMEDIARY" IN YOUR BID TO SELL

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SPARE PARTS TO MALTA PUBLIC WORKS DEPARTMENT IS CURIOUS.

FEE OF 10 REPORTEDLY REQUESTED IS IN EXCESS OF

COMMISSION LEVELS GENERALLY PREVAILING IN ARRANGEMENTS BETWEEN FOREIGN COMPANIES AND THEIR MALTESE AGENTS.

APPROACH TO YOUR COMPANY BY INTERNATIONAL MACHINERY LIMITED ALSO UNUSUAL.

4. FOR ADDITIONAL COMMERCIAL INFORMATION ON EITHER OR BOTH MALTESE MENTIONED ABOVE, WE SUGGEST YOU CONTACT US DEPT OF COMMERCE FIELD OFFICE IN ATLANTA AND REQUEST WTD REPORT. THAT OFFICE CAN ALSO EXPLAIN EMBASSY'S AGENT-DISTRIBUTOR SERVICE, WHICH ASSIST US COMPANIES SEEKING OVERSEAS REPRESENTATIVES.

5. AS MENTIONED, APPOINTMENT OF LOCAL "INTERMEDIARY" IS NOT PREREQUISITE TO RECEIVING GOM CONTRACTS. YOU MAY WISH TO MAKE FOLLOW-UP INQUIRY WITH PUBLIC WORKS DEPARTMENT CONCERNING STATUS OF YOUR OFFER.

AMERICAN EMBASSY
VALLETTA, MALTA

LAINGEN

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 03 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978VALLET00757
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780144-0608
Format: TEL
From: VALLETTA
Handling Restrictions: n/a
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Office: ACTION COME
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
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Review Date: 14 mar 2005
Review Event:
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Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3088262
Secure: OPEN
Status: NATIVE
Subject: COMMERCIAL INQUIRY: SPARE PARTS OFFER TO MALTA - DEPT OF PUBLIC WORKS. TO: MR. DAVID BECKNER
TAGS: BBAK, BPRO, MT
To: STATE
Type: TE
vdkgvwkey: odbcr://SAS/SAS.dbo.SAS_Docs/d0c309b7-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014